

# Comparisons of Job Characteristics

**Focus Occupation: Purchasing Managers (11-3061)**

**Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)**

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 81

**Focus Occupation: Purchasing Managers (11-3061)**

**Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)**

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Customer and Personal Service	11.3	16.6	13.1	<< Extensive education and/or training may be required
Administration and Management	8.4	14.3	16.4	> Current knowledge level is likely sufficient
Sales and Marketing	5.2	13.6	8.0	<< Extensive education and/or training may be required
Production and Processing	6.0	13.5	15.1	> Current knowledge level is likely sufficient
Economics and Accounting	4.4	12.2	11.3	0 Current knowledge level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 92

**Focus Occupation: Purchasing Managers (11-3061)**

**Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)**

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Persuasion	7.4	12.8	13.6	0 Current skill level may be sufficient
Negotiation	6.8	12.5	13.6	0 Current skill level may be sufficient
Mathematics	6.2	10.1	8.9	< A higher skill level may be required
Management of Financial Resources	3.3	9.3	12.3	>> Skill level is likely more than sufficient
Management of Material Resources	3.7	7.9	10.4	>> Skill level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 95			
Focus Occupation: Purchasing Managers (11-3061) Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Speech Recognition	9.9	11.6	12.9	>	Current ability level is likely sufficient
Mathematical Reasoning	6.3	11.1	10.1	0	Current ability level may be sufficient
Category Flexibility	9.0	10.6	11.2	0	Current ability level may be sufficient
Number Facility	6.3	9.6	10.1	0	Current ability level may be sufficient
Fluency of Ideas	7.6	9.1	12.5	>>	Current ability level is likely more than sufficient
Originality	7.6	9.1	11.1	>	Current ability level is likely sufficient
Visual Color Discrimination	6.4	8.3	5.6	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 96
Focus Occupation: Purchasing Managers (11-3061) Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)		
Work Activities	Exclusivity of Activity	
Communicate technical information	4	
Conduct or attend staff meetings	47	
Develop purchasing policies or procedures	95	
Direct and coordinate activities of workers or staff	3	
Fill out purchase requisitions	81	
Inspect merchandise to determine value	87	
Locate sources of supply for purchasing	89	
Maintain records, reports, or files	5	
Manage inventories or supplies	72	
Monitor consumer or marketing trends	74	
Negotiate business contracts	60	
Order or purchase supplies, materials, or equipment	35	
Use appraisal techniques in purchasing	92	
Use inventory control procedures	70	
Use knowledge of sales contracts	80	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 95

**Focus Occupation: Purchasing Managers (11-3061)**

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Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Industry specific software	1
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.